

Message Text

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PAGE 01 ABU DH 00304 290832Z
ACTION NEA-10

INFO OCT-01 ISO-00 PM-04 CIAE-00 INR-07 NSAE-00 DODE-00
EB-08 COME-00 AID-05 IGA-02 ACDA-07 TRSE-00 /044 W
-----291135Z 107759 /11
R 290705Z JAN 77
FM AMEMBASSY ABU DHABI
TO SECSTATE WASHDC 5543

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E.O. 11652: N/A
TAGS: MASS, TC
SUBJ: VISIT OF SIKORSKY REPS

REF: (A) 76 ABU DHABI 3538, (B) STATE 001655

1. SIKORSKY REPS PETERSON AND BURGESS ARRIVED ABU DHABI JAN 17 ON SCHEDULE AND MET JAN 18 WITH GEN KHALDI, CHIEF OF STAFF, UAE DF. THEY MADE GOOD INITIAL IMPRESSION WITH NEATLY PREPARED COMPREHENSIVE BRIEFING BOOK AND MORE PARTICULARLY WHEN THEY WERE ABLE TO PRODUCE LETTER OF OFFER ON THE SPOT WHEN THAT WAS REQUESTED. PETERSON AND BURGESS OFFERED TO GIVE PRESENTATION ON S-53 HEAVYLIFT HELICOPTER, INCLUDING MOVIES AND SLIDES, AND THIS WAS SET UP FOR JAN 22. PRESENTATION, ATTENDED BY KHALDI, HIS DEPUTY, COL. MUHAMMAD SAEED AL-BADI, BRIG. GHULAM HAIDAR, CO AIR FORCE, COL. MUHAMMAD ABDEL RAHMAN, DEPUTY CO AIR FORCE AND ASSORTED OTHER COLONELS AND MAJORS, LASTED OVER ONE HOUR AND CLEARLY HAD POSITIVE IMPACT. HOWEVER, AS KHALDI HAD TOLD PETERSON AND BURGESS FIRST DAY, UAE DF IS IN PROCESS OF EVALUATING VARIOUS HEAVYLIFT HELICOPTERS, AND COMPETITORS HAVE BEEN INVITED TO MAKE SIMILAR OFFERS. IN SHORT, DECISION SOMEWHAT DOWN ROAD.

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PAGE 02 ABU DH 00304 290832Z

2. INTERESTINGLY, ISSUE OF VIP HELICOPTER FOR SHAIKH ZAYED, WHICH SIKORSKY HAD GOTTEN ALL CRANKED UP ON LAST SUMMER ONLY TO BACK OUT IN SEPTEMBER, WAS RAISED AGAIN BY GEN KHALDI. ONE HAD IMPRESSION IT WAS COMBINATION OF CONTINUED INTEREST IN SUCH AIRCRAFT FOR THE RULER WITH REMAINDER TO SIKORSKY THAT IT HAD DAMAGED ITS IMAGE HERE WITH ITS EARLIER

HANDLING OF THIS MATTER. PETERSON, APOLOGIZING FOR EARLIER DIFFICULTIES WHICH HE LAID TO COMPANY'S PRE-OCCUPATION WITH MAJOR COMPETITION FOR NEW US ARMY HELICOPTER (REPS MADE BIG POINT OF FACT THEY HAD WON THIS MULTI-MILLION DOLLAR ORDER), EXPRESSED CONTINUED INTEREST. BY JAN 22, PETERSON HAD OBTAINED INFO FROM SIKORSKY THAT VIP HELICOPTER DUE FOR PRODUCTION IN SEPT 77 COULD BE OFFERED TO UAE. OFFER WAS MADE FOR STATESIDE DEMONSTRATION OF AIRCRAFT FOR REP OF SHAIKH ZAYED (QUITE POSSIBLY SHAIKH SULTAN DURING COURSE PROPOSED VISIT TO US FOR MILITARY ORIENTATION/TRAINING TOUR). KHALDI ASKED FOR THIS IN WRITING AND PROMISED TO ADVOCATE THIS APPROACH TO ROYAL FAMILY AS BEST WAY TO PROCEED.

3. COMMENT: IT REMAINS TO BE SEEN IF SKORSKY CAN OVZRCOME ILL FEELING LEFT BY ITS MISHANDLING OF VIP HELICOPTER PROPOSAL LAST FALL. FIRM'S REPS HANDLED THEMSELVES WELL ON CURRENT VISIT, HOWEVER, AND AT MOMENT BOTH HEAVYLIFT AND VIP HELICOPTER SALES ARE POSSIBILITIES.

DICKMAN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: DIPLOMATIC DISCUSSIONS, MILITARY SALES, HELICOPTERS, TRADE VISITS
Control Number: n/a
Copy: SINGLE
Sent Date: 29-Jan-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977ABUDH00304
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770032-1183
Format: TEL
From: ABU DHABI
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t1977016/aaaaaemb.tel
Line Count: 84
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 3b5e70da-c288-dd11-92da-001cc4696bcc
Office: ACTION NEA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 76 ABU DHABI 3538, 77 STATE 1655
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 24-Mar-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3617129
Secure: OPEN
Status: NATIVE
Subject: VISIT OF SIKORSKY REPS
TAGS: MASS, BTRA, TC, SIKORSKY
To: STATE
Type: TE
vdkgvwkey: odhc://SAS/SAS.dbo.SAS_Docs/3b5e70da-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009